

Message Text

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43

ORIGIN AF-08

INFO OCT-01 ISO-00 COME-00 DODE-00 PM-04 EB-07 CIAE-00

INR-07 NSAE-00 /027 R

DRAFTED BY AF/W-RJKOTT:DFP

APPROVED BY AF/W-TWMSMITH

USDOC/BIC/SIPS: SLEON

USDOC/BIC/OIM-SMILLER (INFO)

PM/SAS-DHESTER (INFO)

AF/I- FEWIRKUS (INFO)

PM/MC-AANDRONOVICH (INFO)

DOD/ISA-WMOORE (INFO)

----- 047082

R 191607Z NOV 76

FM SECSTATE WASHDC

TO AMEMBASSY LAGOS

C O N F I D E N T I A L STATE 284605

E.O. 11652: GDS

TAGS: BEXP, BTRA, MASS, MMOL, NI

SUBJECT:NIGERIAN AIR DEFENSE RADAR: WESTINGHOUSE VISIT
TO LAGOS

REFS: A)STATE277395; B) LAGOS 11929; C) STATE 254450;
D) LAGOS 11041; E) LAGOS 10713

1. WESTINGHOUSE AREA REPRESENTATIVE DONALD CALLENDER WILL
ARRIVE LAGOS NOVEMBER 27 IN ATTEMPT PURSUE SALE OF 3D AIR
DEFENSE RADAR WITH NIGERIAN AIR FORCE (NAF) OPERATIONS
STAFF. CALLENDER WILL CALL ON CAHILL AND ADAMS ON NOVEMBER
29 IN ORDER OBTAIN EMBASSY ASSESSMENT SALES PROBABILITY.

2. CALLENDER SAID WESTINGHOUSE HAS RECEIVED NO FURTHER
COMMUNICATION FROM NAF SINCE SUBMITTING DOCUMENTS LAST
JUNE. HE HAS WRITTEN NAF ON SEVERAL OCCASIONS WITHOU,
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RECEIVING REPLY AND HAS BEEN UNSUCCESSFUL IN MAKING

FURTHER CONTACT WITH DEFENSE ATTACHE AT NIGERIAN EMBASSY
WASHINGTON.

3. ACCORDING TO CALLENDER, CARDIAN AND TEXAS ARE NOT COM-
PETITORS SINCE THEY DO NOT RPT NOT MANUFACTURE 3-D RADAR.
IN FACT, HUGHS AND GILFILLAN (AN ITT SUBSIDIARY) ARE
ONLY US COMPETITORS FOR THIS EQUIPMENT BUT ARE UNAWARE OF
POTENTIAL SALES TO NAF ACCORDING TO CALLENDAR. KISSINGER

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NNN

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